

Message Text

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PAGE 01 TEHRAN 02624 060801Z

41

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-11 STR-08 CIAE-00 INR-10

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R 060837Z APR 74

FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC 5985

LIMITED OFFICIAL USE TEHRAN 2624

E.O. 11652: N/A

TAGS: BEXP, IR

SUBJ: TRUCKS/TRACTOR TRAILER TRADE OPPORTUNITY

REF: STATE 068315

1. EMBASSY HAS BEEN AWARE FOR SOME TIME OF TRADE OPPORTUNITY INVOLVING TRACTOR TRAILERS FOR A GOI AGENCY. HOWEVER, THE OPPORTUNITY WAS INDEPENDENTLY DEVELOPED BY THE LOCAL REPRESENTATIVE OF A MAJOR AMERICAN MANUFACTURER WHO ASKED EMBASSY TO RESPECT THE CONFIDENTIALITY OF THE TRANSACTION SINCE AT THAT TIME HIS WAS ONLY AMERICAN COMPANY INVOLVED, AND HE FEARED THAT SPECIAL RELATIONS DEVELOPED WITH PROCUREMENT OFFICIALS MIGHT BE JEOPARDIZED. SUBSEQUENTLY, OTHER AMERICAN MANUFACTURERS HAVE COME INTO PICTURE AND ARE ALSO WORKING ON THE DEAL. ONE MAJOR EUROPEAN COMPETITOR REPORTEDLY HAS DROPPED OUT BECAUSE HIS ORIGINAL ATTRACTIVE DELIVERY DATES PROVED UNREALISTIC.

2. AT THIS POINT THE EMBASSY STRONGLY FEELS THAT NO FURTHER COMPETITION FROM AMERICAN PRODUCERS IS REQUIRED, AS THIS IS A CASE OF NEGOTIATED PROCUREMENT. MOREOVER, IT IS UNDERSTOOD THAT THE FIRMS CURRENTLY INTERESTED IN SUPPLYING THE REQUIREMENT ARE THE ONLY ONES IN THE US CAPABLE OF MEETING DELIVERY DATES SPECIFIED BY GOI.

HELMS

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